

Message Text

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INFO OCT-01 EA-09 ISO-00 EB-07 /017 R

DRAFTED BY COM/BIC/OIM/MVWEBBERT/CS/CMP/238

APPROVED BY EB/OCA/CD:WERAU

COM/BIC/OIM/TC,MOORE/CMM/238

STATE/EA/IMS/ARDORNHEIM

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R 140047Z AUG 76

FM SECSTATE WASHDC

TO AMEMBASSY JAKARTA

UNCLAS STATE 202423

E.O. 11652: N/A

TAGS: BEXP: ID

SUBJECT: BUSINESS APPOINTMENT FOR U.S. FIRM

1. COL. R.D. DUNN, DIRECTOR OF GOVERNMENT SALES FOR BROOKS AND PERKINS INTERNATIONAL, INC. 12633 INKSTER ROAD, LIVONIA, MICHIGAN, PLAS TRIP TO VISIT FAR EAST POSTS INCLUDING INDONESIA IN SEPTEMBER. AT SUGGESTION OF INDONESIAN EM0ASSY IN WASHINGTON, COL. DUNN HAS BEEN IN CONTACT WITH GENERAL H.N. ASTAP (WAASKERSIN), ASSISTANT DIRECTOR OF INTERNATIO'AL OPERATIONS BUDI KEMULIAAN, 4A, JAKARTA, PUSAB, REGARDING HIS DESIRE TO DISCUSS WITH HIM AND OTHER APPROPRIATE OFFICIALS A NEW CARGO HANDLING SYSTEM FOR C-130 AIRCRAFT. COL. DUNN UNDERSTANDS INDONESIAN AIR FORCE HAS ELEVEN OF THESE AIRCRAFTS, OF WHICH 3 HAVE PREVIOUSLY INSTALLED THE BROOKS AND PERKINS A/A32H-4 CARGO HANDLING SYSTEM AND 8 HAVE NO SYSTEM.

2. FIRM IS REPRESENTED IN WASHINGTON BY JAMES S. SPIVEY, INC. SPIVEY IS ATTEMPTING TO FIND NEW AGENT IN INDONESIA FOR FIRM AND IS PURSUING LEADS PROVIDED BY EMBASSY IN RESPONSE TO ADS REQUEST.

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3. BROOKS AND PERKINS IS SOLE MANUFACTURER OF THE -4

SYSTEM AND THE -4A SYSTEM. LATTER IS NEW STANDARD SYSTEM FOR THE C-130 AIRCRAFT THAT HAS BEEN ADOPTED BY THE UNITED STATES AIR FORCE, AS WELL AS BY AIR FORCES IN OTHER COUNTRIES.

4. IN JUNE COL. DUNN SENT GENERAL ASTAP LITERATURE AND ASKED FOR APPOINTMENT WITH HIM IN AUGUST OR SEPTEMBER. RESPONSE BY GENERAL ASTAP INDICATED RECEIPT AND DISTRIBUTION OF LITERATURE, BUT DID NOT STATE WHEN MEETING COULD BE ARRANGED.

5. COL. DUNN EXPECTS TO ARRIVE JAKARTA SEPTEMBER 4 AND LEAVE SEPTEMBER 10. WOULD APPRECIATE HELP IN SETTING UP APPOINTMENT WITH ASTAP AND/OR OTHER TOP TECHNICAL OR PROCUREMENT PERSONNEL.
PLEASE ADVISE SOONEST. ROBINSON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 14 AUG 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE202423
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OIM/MVWEBBERT/CS/CMP/238
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760313-0508
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760853/aaaabtpl.tel
Line Count: 77
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 01 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <01 APR 2004 by ReddocGW>; APPROVED <18 JAN 2005 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: BUSINESS APPOINTMENT FOR U.S. FIRM
TAGS: BEXP, ID
To: JAKARTA
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006